

NEW HAMPSHIRE STATE LIQUOR COMMISSION
AUGUST 30, 2006
AGENDA

I. FINANCIAL & ADMINISTRATIVE REPORTS

1. Financial Reports
 - A. Weekly, Y-T-D Sales Reports
 - B. Budget/Administrative Reports
2. IT Report
3. Human Resources Report

II. MARKETING & SALES REPORTS

1. Store Operations
2. Purchasing Report
3. Merchandising Report
- A. SPIRITS:
 - 1) Test Market Products:
 - a. Test Market Request (Jacques Cardin VSOP & Apple Cognac)
 - b. Test Market Request (Vikingfjord Vodka)
 - c. Test Market Request (H.W. Peppermint Schnapps)
 - d. Test Market Result (Code #3508)
 - 2) October 2006 Spirit E-Coupons
 - 3) One Time Buy Requests:
 - a. Baileys Mint Chocolate and Baileys Caramel
 - b. 5 High End Single Malt Scotches
 - 4) Gosling Rum Sweepstakes
 - 5) October Special Offers:
 - a. 10 electronic offers – Executive Wine & Spirits
 - b. 218 electronic offers – Southern Wine & Spirits of N.E.
- B. WINES:
 - 1) November 3-Day Wine Sale “72 Hours of Madness”
 - 2) December Wine Sale
 - 3) Columbus Day Sale:
 - a. 3 electronic offers – Horizon Beverage Company
 - b. 1 electronic offer – Southern Wine & Spirits of N.E.
 - 4) October Special Offers:
 - a. 7 electronic offers – Charles Zoulias
 - b. 42 electronic offers – M.S. Walker
 - c. 15 electronic offers – Pine State Trading Co./E&J Gallo
 - d. 8 electronic offers – R.P. Imports

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- e. 19 electronic offers – Horizon Beverage Company
- 5) Results of the Purchase & Display of Banrock
- 6) Store Tastings:
 - a. 3 Red Diamond wines
 - b. 6 F & F Imports wines
- 7) Recommended Allocated Wines for Distribution to Selected Stores (3 items)
- 8) Recommended Allocated Wines (Absolutes) for Distribution to Selected Stores (13 items)
- 9) Primary Source Submissions (5 primary source; 2 exclusive agent; 12 imported)

III. ENFORCEMENT & LICENSING REPORTS

IV. CHAIRMAN'S REPORT & LATE ITEMS

- 1. Bailment Requests
- 2. Coupon Approvals
- 3. Late Items/Other

V. EXECUTIVE SESSION

- 1. Personnel
- 2. Store Locations

/D. Hartford